

10<sup>th</sup> July 2023

Respiri significantly expands wheezo® Remote Patient Monitoring USA distribution footprint by entering an additional Distribution/Marketing Agreement with Fi-Med Management LLC, a 30-year leader in the US healthcare industry.

#### Highlights

- Respiri has entered into a non-exclusive distribution / marketing wheezo® remote patient monitoring (RPM) agreement with Fi-Med Management LLC for an initial 3-year term significantly expanding the wheezo® distribution footprint with Fi-Med existing clients.
- Fi-Med is a 30-year leader in the healthcare support and management industry having built trusting long-term relationships with large healthcare organisations across the United States. Fi-Med's focus on patient wellness programs, including, but not limited to Chronic Care Management (CCM), aligns closely to Respiri's growth strategy.
- Partnership opens significant healthcare organisation customers with access to an initially targeted existing population of 5,000 respiratory patients under their management.
- Respiri to receive US\$30 per patient per month for active patients enrolled and managed on the wheezo® RPM program by Fi-Med.
- Parties are working together to create a seamless experience for existing Fi-Med customers, integrating relevant aspects of each parties' technologies to deliver best-in-class performance and outcomes for relevant stakeholders.
- Respiri will also explore incorporating Fi-Med's other capabilities, namely its Revenue Cycle Management (RCM) to simplify and streamline billing and reimbursement for wheezo® and other RPM patients.

Respiri Limited (ASX:RSH; OTCQB:RSHUF) ("Respiri" or the "Company"), an eHealth SaaS Company supporting respiratory health management, is pleased to announce a non-exclusive, 3-year, distribution/marketing partnership with long-term established healthcare provider Fi-Med Management LLC (Fi-Med) that will significantly broaden the wheezo® RPM potential customer base. Respiri will receive US\$30/patient/month for active patients enrolled in the wheezo® RPM program with access to an initial respiratory patient pool of 5,000.

Fi-Med is a leader in the healthcare support and management sector and a driving force in enhancing patient health, compliance, and the profitability for healthcare providers. Its extensive customer base includes physician practices, hospitals, surgical centers, clinics and Accountable Care Organizations (ACO). Respiri will train and support FiMed's existing clinical staff who will deliver the wheezo® RPM solution to their customers' patients.

Fi-Med customers include **CommonSpirit** Health, one of the largest nonprofit health systems in the USA with 142 hospitals, 2,200+ care sites and over 25,000 physician and advanced practice clinicians across 21 states, representing a significant growth opportunity for Respiri. Other notable customers include **Mount Sinai**, an integrated health service with 400 ambulatory practice locations throughout the five boroughs of New York City,

Westchester, and Long Island; and **Essentia Health** comprised of 14 hospitals and a further 120 health facilities across Minnesota, Wisconsin, and North Dakota.

With a rapidly expanding US national customer base and associated patient population, Fi-Med recognises the significance of integrating innovative solutions that Respiri's IP-protected wheezo® medical device and accompanying technology offer its customers and their patients. Over 60% of US citizens aged 55 or older live with two chronic conditions<sup>1</sup>, underscoring the significance of the collaboration between Respiri and Fi-Med.

The distribution/marketing agreement allows Fi-Med to promote Respiri's wheezo® to both existing and new customers. An initial review of Fi-Med's customers has identified 29 customers whose patient demographics directly align with wheezo® RPM, representing an initial immediate patient pool of approximately 5000.

A dedicated project team is established by the parties to expedite and optimize execution and patient acquisition through wheezo® RPM programs. The initial step involves launching a wheezo® RPM program with an existing Fi-Med customer to establish operational procedures and define best practices.

Respiri is also looking to incorporate Fi-Med's billing and revenue-cycle management (RCM) solution, which further streamlines and broadens the scope of the Respiri RPM provider solution. This addition, enables Respiri to streamline the billing process for its customers, resulting in saved time and resources for both the healthcare organisation customers and Respiri.

CEO and Managing Director of Respiri, Mr Marjan Mikel said "In Fi-Med, Respiri find a best-in-class partner aligned to patient-centricity and health outcomes yet very complementary in corporate competencies which presents significant synergies. Their experience, reputation and existing customer and patient pool provides us with a huge immediate opportunity for wheezo® RPM that will immediately and significantly broaden our wheezo distribution footprint and healthcare organisation customer base. We look forward to supporting Fi-Med to deliver an even more comprehensive solution to their clients and the patients they manage".

CEO of Fi-Med, Mr Adrian Velasquez said "I have wanted to provide RPM to our patient base for years. However, the ordering, distribution, installation, patient training and cost have been prohibitive until we met Respiri. The collaboration with Respiri is truly exciting for us. By leveraging Respiri's groundbreaking device, wheezo®, and its integrated technology, we foresee a rapid growth in patients under management and also growth in monthly billable events per patient. We look forward to working collaboratively with Marjan and his team over the coming years to establish our shared approach and deliver substantial value to our respective customers."

The partnership with Fi-Med complements Respiri's strategy of increasing the distribution network for wheezo®. This new non-exclusive agreement, in addition to the recent announcement of the acquisition of Access (refer to ASX release dated 23 May 2023), is another important step in developing a widening distribution network for the rollout of wheezo® and associated RPM solutions.

1. [https://www.cdc.gov/nchs/health\\_policy/adult\\_chronic\\_conditions.htm](https://www.cdc.gov/nchs/health_policy/adult_chronic_conditions.htm)

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*This ASX announcement has been authorised for release by the Board of Directors of Respiri Limited.*

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## About Respiri Limited

Respiri Limited (ASX:RSH, OTCQB:RSHUF) is an international e-Health SaaS company supporting respiratory health management focusing primarily on supporting the US remote patient monitoring market. Its world-first technology detects wheeze, a typical symptom of Asthma, COPD and respiratory disease to provide an objective measure of airway limitation. Respiri created technology optimises how patients in partnership with their physicians manage chronic respiratory conditions. These solutions can help transform the way physicians interact with respiratory patients while they are away from the clinic. wheezo®, is an FDA cleared Class II Medical Device, the respiri™ app (patient-user-interface) and the secure health portal can help different health organisations and providers connect with patients to improve collaboration and help improve respiratory condition management. In the USA, wheezo® can be integrated into Remote Patient Monitoring (RPM) programs and qualifies for RPM Current Procedural Terminology (CPT) reimbursement.

Respiri's mission is to help improve quality of life for hundreds of millions of children and adults around the world with respiratory disorders and dramatically reduce hospital admissions and the economic burden of Asthma and COPD. Respiri Limited's operations are based in Melbourne, Australia with offices in New York City, USA.

For additional information about Respiri Limited please visit our corporate website [www.respiri.co/au](http://www.respiri.co/au)

## About wheezo®

Developed in Australia, with the support of an international panel of leading respiratory specialists and other healthcare professionals, the innovative wheezo® device analyses breath sounds for wheeze, and the intuitive mobile application engages patients to log symptoms and triggers to build a personal profile to share data with healthcare providers so patients and physicians can have more informed discussions in relation to symptoms. The platform has been designed to extend care beyond the clinic which may lead to better health outcomes and improved quality of life for patients.

For information about our product offering in the US including wheezo® please visit [www.respiri.co/us](http://www.respiri.co/us)

wheezo® is a registered trademark of Respiri Limited.

## Forward Looking Statements

Certain statements made in this announcement are forward-looking statements. These forward-looking statements are not historical facts but rather are based on Respiri current expectations, estimates and projections about the industry in which Respiri operates, and its beliefs and assumptions. Words such as "anticipates," "expects," "intends," "plans," "believes," "seeks," "estimates," "guidance" and similar expressions are intended to identify forward looking statements and should be considered an at-risk statement. Such statements are subject to certain risks and uncertainties, particularly those risks or uncertainties inherent in the process of developing technology and in the endeavour of building a business around such products and services. These statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties, and other factors, some of which are beyond the control of Respiri, are difficult to predict and could cause actual results to differ materially from those expressed or forecasted in the forward-looking statements. Respiri cautions shareholders and prospective shareholders not to place undue reliance on these forward-looking statements, which reflect the view of Respiri only as of the date of this release. The forward-looking statements made in this announcement relate only to events as of the date on which the statements are made. Respiri will not undertake any obligation to release publicly any revisions or updates to these forward-looking statements to reflect events, circumstances or unanticipated events occurring after the date of this announcement except as required by law or by any appropriate regulatory authority.